



## **SELLING YOUR INVENTION**

### **STEP 1: FIND A COMPANY THAT MIGHT BUY YOUR INVENTION**

1. Stop by a store that sells products like yours. Find a product of at least one company that sells products like yours.
2. Repeat that process by looking in a phone book, a catalog, a magazine or on the internet. Find the product of at least one other company that sells products like yours.

### **STEP2: PROTECT YOUR INVENTION IDEA**

If you contact a company, you need to ask them to keep your idea a secret. To do that, you ask them to sign a Non-Disclosure Agreement (available online or in business books), an agreement in which they agree not to tell others of your idea and not to make it themselves.

QUIZ? WHAT IS A NON-DISCLOSURE AGREEMENT?

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### **STEP 3: WRITE A LETTER TO A COMPANY ABOUT YOUR INVENTION**

Let's just say that you wrote to them (giving a general description of your invention). They signed the Non-Disclosure Agreement, and they are interested in knowing all about your invention. Write a letter describing your invention. Write about what it is, why it is useful, what it costs. Use comments from your survey to explain why people like it.

Company name and address:

Dear

Thank you for your interest in my invention.

Sincerely,

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(Your Name)